

## Message Text

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PAGE 01 DACCA 00501 250928Z

ACTION COME-00

INFO OCT-02 EA-12 NEA-10 ISO-00 EB-08 /031 W

-----131002 250931Z /23

P 251027Z JAN 78

FM AMEMBASSY DACCA

TO SECSTATE WASHDC PRIORITY 7859

AMEMBASSY SINGAPORE PRIORITY

UNCLAS DACCA 0501

PASS USDOC

E.O. 11652: N/A

TAGS: BEXP, BTIO, ETRN, BG

SUBJ: LOCOMOTIVE EXPORT OPPORTUNITY: BANGLADESH

REF: (A) 77 DACCA 4926; (B) 77 DACCA 3459; (C) DACCA MEMCON 79  
MAY 27, 1977; (D) DACCA A-87 JUNE 10, 1977; (E) DACCA MEMCON  
85 JUNE 28, 1977

1. MAJOR GENERAL (RET.) MAJID-UL-HAQUE, ADVISOR (MINISTER)  
FOR RAILWAY, ROADS, HIGHWAYS AND ROAD TRANSPORT, TOLD EMBOFF  
JANUARY 24 THAT BANGLADESH RAILWAYS (BR) WILL ANNOUNCE THE  
LONG-AWAITED TENDER FOR PURCHASE OF THIRTY DIESEL LOCOMO-  
TIVES VERY SOON. BR SOURCE TOLD US JANUARY 25 THAT ANNOUNCE-  
MENT MAY BE MADE THIS WEEK AND TENDER DOCUMENTS WILL BE  
ISSUED TO THE PUBLIC ON FEBRUARY 1. WE ARE OBTAINING AN  
ADVANCE COPY AND WILL CABLE SUMMARY AND POUCH DOCUMENTS  
PROMPTLY.

2. HAQUE SAID THE ONLY REAL CONTENDERS FOR THE SALE WERE  
FROM THE U.S., CANADA AND WEST GERMANY, HE DID NOT INDI-  
CATE BR'S PREFERENCE BUT SAID ITS LONG-RANGE OBJECTIVE  
IN LOCOMOTIVE PROCUREMENT IS STANDARDIZATION. BR WOULD  
ALSO EXPECT FULL COOPERATION FROM SUPPLIERS IN PROVID-  
ING SERVICE AND PARTS.

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3. AS EMBASSY HAS REPORTED IN REFERENCED MESSAGES, THIS  
TENDER REPRESENTS A MAJOR EXPORT OPPORTUNITY FOR U.S.  
LOCOMOTIVE SUPPLIERS. THE THIRTY LOCOMOTIVES -- TWELVE  
BROAD GAUGE AND EIGHTEEN METER GAUGE -- WILL BE FINANCED  
WITH APPROXIMATELY \$40 MILLION OF AN UNTIED \$50 MILLION  
SAUDI CREDIT. WE UNDERSTAND FROM OTHER OFFICIALS AND

TRADE SOURCES THAT BR SPECIFICATIONS WILL FAVOR BIDS FROM GENERAL MOTORS (U9S.), MONTREAL LOCOMOTIVE WORKS (CANADA) AND GENERAL ELECTRIC (U.S.) IN THAT ORDER OF PRIORITY.

4. ACTION REQUESTED: WE UNDERSTAND U.S. SUPPLIERS ARE NOW WELL AWARE OF THIS MAJOR OPPORTUNITY AND ARE BEING KEPT INFORMED BY THEIR SOURCES IN DACCA OF THE TIMING AND CONTENT OF THE TENDER ANNOUNCEMENT. NEVERTHELESS, TO BE CERTAIN U.S. COMPANIES ARE PREPARED TO EXPLOIT THIS OPPORTUNITY WE REQUEST COMMERCE INFORM LOCOMOTIVE FIRMS THAT WE UNDERSTAND TENDER ANNOUNCEMENT IS IMMINENT.

5. FOR SINGAPORE: PLEASE INFORM GENERAL MOTORS AND GENERAL ELECTRIC REPRESENTATIVES.  
BERGESEN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EXPORTS, SALES, ROLLING STOCK  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 jan 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978DACCA00501  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780037-0030  
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**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 DACCA 4926, 77 DACCA 3459, 78 DACCA 79  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 10 feb 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** LOCOMOTIVE EXPORT OPPORTUNITY: BANGLADESH  
**TAGS:** BEXP, BTIO, ETRN, BG  
**To:** STATE SINGAPORE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/a2d2a1e0-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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